RJR Tobacco

To: Gwenn Scott 3/ 3/3
Company: RJR

Fax: 2685

From: J. M. PISCITELLI
Company: R. J. REYNOLDS TOBACCO
Phone: (910) 741-7296 or (216) 779-1888
Fax: (216) 779-1889

Date: 3/2/98
Pages including this cover page: 7 6

Comments: **Second Half 1997 Share of Category**

Forthcoming are approved share of category work sheets for:

Amerada Hess	Sheetz, Inc.
Bp Oil	Sun Company
Cumberland Farms	Wawa, Inc.

Resend

Please make payments as outlined in FSC-25-B.

NOTE: I have signed and approved the Hess sheet. Please include the correct number of Doral cartons for 0353-xx-xx and 0920-xx-xx.

Your cooperation would be appreciated.

Shawn
I will refax this AM - after I receive RLP report
Thanks
Jim

cc: B. F. Coleman 3/3
G. N. Kuruc ✓
J. L. Meruel
J. M. Rago
M. F. Richards

51846 3680

Source: https://www.industrydocuments.ucsf.edu/docs/xhly0000

RETAIL ACCOUNT SHARE OF CATEGORY FORM

Account Name: AMERADA HESS CORP.
Address(City & State): WOODBRIDGE, NJ
SIS/CHAIN ID #: 0353XXXX

OF STORES: 481
OF WEEKS: 27
DIVISION #: ~~1240~~ J Piscitelli

Listed below are your AIM sales for the time period from 06/30/97 through 01/04/98 for all brands with a list price of $9.69 or below.

SAVINGS BRANDS ONLY

	Cartons Purchased	SOC
R.J.Reynolds		
Doral	88,096	
Magna	1,534	
Monarch	12,151	
Sterling	370	
Best Value		
Forsyth Private Label		
Brand Name - SIGNATURE	202,967	
-		
-		
Other***	797	
Total R.J. Reynolds	315,917	58%
Total Philip Morris	124,548	23%
Total Lorillard	13,086	2%
Total BAT	85,111	16%
Total Liggett	118	
Other Manufacturers***	9,182	2%
GRAND TOTAL OF ALL MANUFACTURERS:	547,963	100%

PLEASE PROVIDE BACKUP FOR ANY ADJUSTMENTS MADE TO ANY OF THE ABOVE NUMBERS.

PLEASE CIRCLE RESPONSES!!!

Minimum Level II Merchandising Partner? Yes / No
Minimum Level III Merchandising Accrual Partner? Yes / No
****Must be yes for both to qualify for Doral Payment****

	CARTONS		RATE		PAYMENT
DORAL	~~98,096~~ 147,339	X	0.35	= $	~~34,333.60~~ 51,568.65
TOTAL PAYMENT				$	~~34,333.60~~ 51,568.65

I certify that the above information is an accurate summary of all products purchased in the low price category, as defined by Forsyth Tobacco Products, an unincorporated division of R.J.Reynolds Tobacco Company.

Account Manager NAME(PLEASE PRINT)

X MPSchiff 27 Feb 98

Account Manager Approval Date

~~199,996 - 0~~

0353 ~~63,640~~ - ~~Hess Mart~~
0353-02 ~~25,227~~ - ~~Hess Coop~~
0920 ~~40,253~~ - NL
~~121,120~~

~~175,112~~

98096 0353
49243 0920
147,339 x .35

51846 3681

Source: https://www.industrydocuments.ucsf.edu/docs/xhly0000